Ab 1.90/2:

EXPORT BRIEFS

FLORIDA LIBRARY
OCT 19 1978
S. Univ. of Florida

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Trade Services Division, FAS, (202) 447-7103.

July 28, 1978

1453 Corn Syrup (Dominican Republic). Miami agent looking for corn syrup (Glucose) 44 baume 42% dextrose, also 45 baume. Packaged in 55 gallon drums. Annual requirements 1,000 tons. SIC: 20460015. Bank ref: Bank of Boston Int., Miami, Florida, 100 Biscayne Avenue, Miami, Florida. Contact: Jose A. Vales, Sayper International Corp., 50 N. Biscayne Blvd., Miami, Florida 33132. Phone: (305) 371-3010. Cable: ALASTRAVEL. Telex: 6811121 ALAS.

1454 Brahman heifers and bulls (Venezuela). Interested in buying 100 Brahman heifers and 100 Brahman bulls, weaning age, 7 to 8 months, delivery soonest. Party interested in animals from Miami area. Certificate of Country of Origin is required. Quote CIF Puerto Cabello airport, Venezuela. SIC: 01394006. Bank ref: Banco Nacional De Descuento, Banco Union-Acarigua. Contact: Robert Lowrey, Hacienda Palo Gordo, Apartado 99, Acarigua, Edo Portuguesa, Venezuela. Phone: (055) 22 865.

1455-1456 Logs, lumber (Venezuela). Interested in large quantities (boatloads) of best quality logs, pulpwood, lumber and sawmill products, poles. Phytosanitary Permit of Country of Origin is required. Quote CIF, C&F, FOB La Guaira, Puerto Cabello, Puerto Sucre. SIC: 24110000, 24210000. Contact: Felipe Silva, Corporacion Bonanza, Apartado 70258, Caracas 107, Venezuela. Telex: 24189 BONZA VE. Cable: BONANZA. Phone: 74 65 87.

1457 Preserved cherries (England). Wants cherries preserved with SO2, full container loads, all qualities and sizes, bulk shipments. Quote CIF, FOB. SIC: 20331090. Bank ref: Banco De Vizcaya, 75 Coleman St, London EC2. Contact: D. Bataller, Jose and Bataller Co., Ltd., Unit 11 & 13, 109 Maybank Road, South Woodford, London E18 1EJ, England. Telex: 897574. Phone: 01-505-4623.

1458 Malt, barley, hops (Korea). Wants 15,000 mt of malt for beer (best quality protein less 11 percent plus/minus 0.5 percent in bulk container); 25,000-30,000 mt malting barley for beer (specification - 2 rows, 3rd grade; and natural hops for beer (specification type: Aroma type moisture: average 8.7 percent Alpha acid: average 7.2 percent Beta acid; average 4.3 percent wants long term supply contract in September 1978 for above items). Delivery in October. Phytosanitary Certificate required. Quotations C&F Busan port. SIC: 01131010. Bank ref: Bank of Seoul and Trust Company. Contact: Sung Hwi Joe, President, Jisol Co., Ltd., C. O. Box 627, Seoul, Korea. Cable: JISOLCO Seoul. Phone: 72-5017 or 72-3577.

1459 Orange peel (France). Wants about 500 tons of unripened bitter orange peel, in bags of 25-30 kg. Sour orange called Standard (orange peels coming from citrus Aurantium Linne Risso Amara). Bank ref: Banque Francaise du Commerce Exterieur (BFCE), 21, Bld Haussmann, 75008 Paris. Contact:

Issued weekly by the Export Trade Services Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 5935 South Building, Washington, D.C. 20250

E. Scheffmann, Societe Des Produits Marnier-Lapostolle, 91, Boulevard Haussmann, 75008 Paris, France. Phone: 266 43 11.

1460 Soybean oil (Pakistan). Interested in soybean oil. Quantity 2,000 tons, in tin and bulk packing. Firm is an importer of industrial products. Quote C&F Karachi. SIC: 20921020. Contact: S. A. Ahmed, Proprietor, Ahmed Brothers, 2/44-46 Alyousuf Chamber, New Chali, Shahrah-E-Liaquat, Karachi, Pakistan. Cable: BUMPER, Karachi. Phone: 218001

1461 Canned foods (Singapore). Interested in buying canned fruits, vegetables, mushrooms, fruit juices (concentrated), jams, jellies and preserves, poultry, milk products, meats, soups, seafood soups, and cocoa. Requests FOB quotes. Firm is wholly-owned by the Singapore Ministry of Finance. It was established in late 1970 to trade in livestock and frozen foodstuffs. SIC: 20400000. Bank ref: Banque Nationale De Paris, Overseas Union Shopping Center, Callyer Quay, Singapore 1. Contact: James Yeo, Marketing Executive, Primary Industries Pte Ltd., 4th Floor, Ura Building, 45 Maxwell Road, Singapore 2.

1462 Grocery line (South Africa). Seeks contact with regular U.S. suppliers of bottled maracchino cherries, canned cranberry source, almonds in bulk, canned shrimp, and canned red and pink salmon. SIC: 20400000. Contact: P. K. Borgen, Sales Manager, A. K. Francis (PTY) ltd., P. O. Box 513, Pinetown 3600, South Africa. Cable: AKFRACO, Durban. Phone: 72-5721.

1463 Sugar (Kenya). Interested in direct purchase and exclusive distributorship for white crystal sugar, moisture content 0.1 percent. Packing: Single jute bags with polyethylene liner, about 100 kg per bag. Send quotations CIF Mombasa. Quantity not specified. SIC: 20600040. Contact: Harshad H. Desia, General Manager, Interocean Trading Company, P. O. Box 45392, Nairobi, Kenya. Cable: INTOCEAN Nairobi.

1464-1466 Canned and dried fruits and vegetables (Egypt). Seeks contact with U.S. suppliers of a general line of canned and dried fruits and vegetables. SIC: 20331000, 20332000, 20341000. Contact: El Zehery El Attar, Port Said Free Zone, Port Said, Egypt. Cable: ZEHERY, Port Said. Phone: 8516.

1467 Frozen peaches (Japan). Wants 30 mt per year of frozen sliced yellow peaches and/or mixed fruit, retail packaging - 1 lb. poly bags. Samples and specific information required. Quote C&F. SIC: 20371000. Bank ref: Tokai Bank, Sakurabashi Branch, Osaka. Contact: Akira Koda, Sanei Trading Co., Ltd., 3-10-28, Utsubohon-Machi, Nishi-Ku, Osaka, Japan. Telex: J63516 PROSPERS. Cable: PROSPERSTRADE. Phone: (06) 48-2351.

1468 Malt extract (Japan). Wants 50 mt per year of malt extract and/or powder for industrial use. Institutional packaging, samples and specific information required. Quote C&F. Bank ref: Fuji Bank, Marunouchi Branch, Tokyo. Contact: Susumu Watanabe, Taisei Trading Co., Ltd., C/o Dai-Ichi Seimei Bldg., 8, Kyobaski 20Chome, Chuo-Ku, Tokyo, Japan. Telex: MASAKIG J25798. Cable: MASAKIG, Tokyo. Phone: 274-4811.

1469 Beef jerky (Japan). Interested in (a) beef jerky ground or sectioned, (b) beef jerky sausage and (c) beef and soya jerky. Quantity to be determined upon receipt of specific information. Retail and/or institutional packaging. Quote C&F or FOB. Bank ref: Mitsui Bank, Gotanda Branch, Tokyo. Contact: Terumasa Sakamoto, Assistant Manager, Sony Trading Co., Ltd., 508, Kita-Shinagawa 6-Chome, Shinagawa-Ku, Tokyo, Japan. Telex: 2424328. Cable: SONY TRADING Tokyo. Phone: 448-3524.

1470 Marshmallow, wafers (Japan). Wants $25,000 worth per year of (a) marshmallows and (b) wafers. Samples with an Ingredient Statement and Policy of Product Liability required. Retail and/or institutional packaging. Quote CIF Yokohama. SIC: 20710040. Bank ref: Daiichi Kangyo Bank Ltd., (Kyobashi). Contact: Kyosuke Masuhara, Second Machinery Dept., Daiichi Jitsugyo Co., Ltd., 20, Kanda Mishikicho 3-Chome, Chiyoda-Ku, Tokyo, Japan. Telex: 0222-3523, 0222-3485. Cable: KRASHO, Tokyo. Phone: 296-6167.

1471 Frozen chicken tails (Japan). Wants 40 mt per month of fresh frozen chicken tails, appropriate packaging for export, immediate delivery, specific information required. Quote C&F Kobe. SIC: 20151000. Bank ref: Oranda (Netherlands) Bank, Kobe Branch. Contact: Koichi Toyoda, Toyoda Boeki K.K., C/o Shosen Bldg., No. 5, Kaigan-Dori Ikuta-Ku, Kobe, Japan. Telex: J78980 TOYODA. Cable: TOYODA, Kobe. Phone: 078-331-3743/5.

1472 Hay cubes (Japan). Wants alfalfa hay cubes, initial order 3,000 tons, subsequent orders 50,000 tons a month. Must be from 1978 crop, free from mold, caked cube,sand and foreign materials. Size: 2"-2-1/2" x 2"-2-1/2" x 2"-2-2-1/2". Sucrose and moisture content less than 8 and 14, respectively. Request 10 kg sample be airfreighted. If quality is satisfactory, will lead to initial order. Packaged in bulk, immediate delivery. Quote C&F. SIC: 01199070. Bank ref: Daiichi Kangyo Bank, Ginza Branch. Contact: Hikari Kumakawa, Eiwa Trading Co., Ltd., Kojun Bldg., 8-7, 6-Chome, Ginza, Chuo-Ku, Tokyo, Japan. Telex: J24619 JLISASSO. Cable: WINESMELL Tokyo. Phone: 571-8456/0039.

1473 Freeze dried corn (Japan). Wants trial shipment of 10 mt of freeze dried corn, in drums or cartons, immediate delivery. 300 gm sample and specific information required. Quote FOB or C&F. SIC: 20341070. Bank ref: Tokyo Bank, Ginza Branch, Tokyo. Contact: Junchiro Yamamura, Oversea Division, Tsubakimoto Machinery & Engineering Co., Ltd., 8-3, Marunouchi 1-Chome, Chiyoda-Ku, Tokyo, Japan. Telex: 2223419 TSUBAC J. Cable: CAMELLIA Tokyo. Phone: 284-1279.

1474 Frozen strawberries (Japan). Interested in a trial shipment of 50 mt of (a) frozen strawberries and (b) concentrated strawberry juice; strawberries packaged in standard double cartons, and juice in drums. Specific information required. Quote FOB Los Angeles and/or C&F Yokohama. SIC: 20371010. Bank ref: Mitsubishi Bank, Shinjuku Branch, Tokyo. Contact: Yukio Kuroki, Magry System Co., Ltd., Akasaka Chuo Bldg., 2-6, Akasaka 3-Chome, Minato-Ku, Tokyo, Japan. Telex: J2422213 MAGRY J. Cable: MAGRYSY Tokyo. Phone: 586-3411/3

1475 Beef offals (Japan). Interested in 100 mt per month of frozen beef offals-hanging tenders, inside and outside skirts, tongues and livers. Institutional packaging, immediate delivery, samples and specific information required. Quote C&F. SIC: 20111040. Bank ref: Dai-Ichi Kangyo Bank, Sakaisuji Branch, Osaka. Contact: Saburo Yabuki, Manager, Misshi Trading Co., Ltd., 3-6, Awaji-Machi, Higashi-Ku, Osaka, Japan. Telex: 5227518 OSAKA. Cable: Samkey Osaka. Phone: 06-202-8115.

1476 Confectionery (Japan). Wants 500 cases per year of (a) gum drops, (b) fruit gum, (c) wine drops, and (d) candies. Retail and institutional packaging, immediate delivery, samples and specific information including complete ingredients statement required. Candies would be used as Christmas presents. Quote C&F. SIC: 20710040. Bank ref: Hokkaido Takushoku Bank, Ueno Branch, Tokyo. Contact: Mikio Kawaski, Deputy Chief, Foreign Dept., No. 540, Uemine, Yono-Shi, Saitama-Ken, Japan. Telex: 02923029. Cable: FURUYA J. Phone: 0488-52-5161.

1477 Soybean meal (Thailand). Wants 50,000 mt of soybean meal, delivery November-December 1978, quotation FOB. SIC: 20922020. Bank ref: Bangkok Bank Ltd. Contact: Susan Kanjanamer, Marketing Assistant, Metro Company Ltd., 180-184 Rajawongse Rd., Bangkok 2, Thailand. Telex: METROBGK TH2578. Phone: 2229163-70.

1478 Frozen orange juice (West Germany). Desires to purchase frozen orange juice, 10,000 cases holding 48 cans, quality Grade A. Condition 6 oz can, 180 g of 54.2 degree brix-liter of orange juice of 11.8 degree brix when reconstituted. To be delivered in 3 equal shipments within one year timed in regular intervals and in full containers. Quotation CIF Hamburg or Amsterdam. SIC: 20371040. Bank ref: Sparkasse Bendorf. Contact: W. Kraehahn, Wolfgang Graehahn, Sayner Strasse 35, 5413, Bendorf, Frankfurt, Germany. Phone: 02622-5151.

1479 Jojoba shrub seed oil (West Germany). Wants to buy oil from seed of Jojoba shrub, 20 tons per shipment, good quality, packaging in barrel containers. Delivery immediately, if samples are satisfactory. Samples of seed and oil are required. Quote CIF Hamburg. Bank ref: Volksbank Hamburg Nord. Contact: Bruno Pietschmann, Ina Naehrmittel GMBH, 2084 Rellingen 1, Siemensstrasse 20, West Germany. Telex: 2189035 (ANSWERBACK: INA D). Phone: 04101-32038 or 32039

1480 Juice concentrates (Egypt). Needs pineapple, orange, and apple concentrated juices or powders, quantity depends on price. Packaging in jars or cans, one-half kilo each. Quote: C&F, and C&F Alexandria. SIC: 20371000. Bank ref: National Bank of Egypt, Sherif Branch, Cairo and Misr Iran Bank, Cairo. Contact: Eng. Mohamed Kamel Zakran, Arab Trading and Engineering Co., 17 Gomhoria St., Cairo, Egypt. Telex: 92456 SEMOEZ EETCO Cairo. Phone: 92482T.

1481 Sugar (Egypt). Wants to purchase 120,000 mt of refined crystalized sugar having the following specifications: polarization: 99.7 percent; humidity: 0.1 percent; ash: 0.07 percent; packaging in new jute bags, weight 50-100 kgs; shipment in 12 equal shipments of 10,000 tons monthly. Price quotations requested C&F Alexandria as soon as possible. SIC: 20600040. Contact: Mohamed Swefy, Manager, Swefy & Sons, Istanbul Street, Adween Gohar Passage, P. O. Box 1653, Alexandria, Egypt. Cable: Swefy, Alexandria. Phone: 30831. Telex: 54180 COMALX UN. ATTN: Swefy.

1482-1483 Cotton seed oil and soybean oil (Pakistan). Wants crude and refined deodorized bleached edible cotton seed oil. Quantity 5,000 mt crude in tankers, 500-1,000 mt refined and 1,000 mt lots in second hand drums and crude and refined bleached deodorized edible soybean oil. Quantity 5,000 mt crude in tankers, 1,000 mt lots refined oil. Requests C&F Karachi, quotations against Letter of Credit. Also interested in long term agency arrangements with American principals. Marketing territory all Pakistan. SIC: 20911000, 20921020.

Contact: Rashid Soorty, Chief Executive, Zahid Corporation, Insurance House No. 2, Habib Square, M.A. Jinnah Road, Karachi, Pakistan. Cable: ZEDCRAFT, Karachi. Phone: 231454 and 223498. Telex: 24469 ZEDCR PK.

1484 Grocery lines (New Guinea). Wants frozen foods - all types. Firm is a multi-activity company with main activity as shipping agent for Farrell Lines. Current frozen food sales only $100,000 but could be increased substantially. SIC: 20400000. Contact: Eric McCormack, P. O. Box 922, Port Moresby, Papua, New Guinea. Phone: 21 1898 EXT 755.

1485 Soybean oil (Pakistan). Needs soybean oil in consumer packings of 2, 5, 10 and 20 lbs, quantity approximately 500 tons and bulk containers, quantity approximately 5,000 tons. Requests C&F Karachi quotations. SIC: 20921040. Contact: Ahmad Kamal, Proprietor, Ahmed Kamal, 2nd Floor, Dada Chambers, M. A. Jinnah Road, Karachi, Pakistan. Cable: KAMALIMPEX, Karachi. Phone: 227306. Telex: 24433 KAMAL PK.

1486 Orange juice concentrate (Korea). Wishes orange juice concentrate for use in producing canned orange juice. An annual production of 2 million cases of 24/250 g cans of juice is planned. Wishes to buy canning equipment, concentrate, and technical know-how. The firm plans to export $10 million worth of canned orange juice per year. SIC: 20371040. Contact: M. K. Chung, Executive Vice President, Won International, Inc., C. P. O. Box 3567, Seoul 100, Korea. Cable: GOODQUALITY. Telex: K27489 WONINTR.

1487 1488 Tallow and spices (Colombia). Wishes to buy inedible tallow to be used in soap manufacturing and spices, cumin seed and cinnamon. Firm is importer/wholesaler of cash grains, cereals, spices, chemical products and raw materials for general industry. Please quote FOB against Letter of Credit. Firm will consider representation of U.S. suppliers. SIC: 20941000, 20999060. Contact: Armando Cerra, Manager, Armando Cerra & CIA. Ltda., Apartado Aereo 812, Barranquilla, Colombia. Cable: ACERRA. Phone: 31-70-29.

1489 Grocery line (Saudi Arabia). California representative for Saudi Arabia firm desires frozen specialties, frozen food, canned specialties, canned fruits, juices and soft drinks wishes to contact U.S. food processors and suppliers. The individual is stationed in California for graduate studies and is planning to start his own firm dealing in canned and frozen foods and beverages. He is the son of Sheikh Ahmed Abdullah Al-Sulaiman, a prominent businessman in Jidda. SIC: 20400000. Contact: Ghassan Ahmed Al-Sulaiman, 98 Ridgeview Drive, Atherton, California 94025.

1490-1493 Hams, apples, grapes and pears (Grenada). Wants to purchase leg and picnic hams, apples, grapes and pears. SIC: 20114040, 01222010, 01222040, 01222050. Contact: Winston A. Masanto, Managing Director, Winston A. Masanto & Co., Ltd., Granby & Melville Streets, P. O. Box 110, St. George's, Grenada, West Indies. Cable: TORCH, Grenada. Phone: 3185.

1494 Grocery lines (West Germany). Interested in importing and distributing all types of U.S. food products. Firm established in 1976. SIC: 20400000. Bank ref: Deutsche Bank in 5000 Koeln.Dux. Contact: Mr. Bleckers, President, the Blemo Tradeing Company, Blemo Handelsges. MBH, Aachener Str 171, 5000 Koeln 40, Dusseldorf, West Germany.

1495-1496 Butter and cheese (Japan). Needs butter and cheese containing 1 percent alcohol, quantity: monthly 1-5 mt, sample required. Packaging in consumer pack - 1/4 to 1/2 pound, in a paper sack or in a can, and about 22 pounds (10 kilo grams) in a carton. Immediate shipment. Quotations C&F Kobe. SIC: 20210020, 20221000. Bank ref: The Bank of Tokyo, Kobe Branch. Contact: Keiichi Mitsuzumi, Jiro Mitsuzumi & Co., Ltd., Boeki Bldg., 123 Higashimachi, Ikuta-Ku, Kobe 650, Japan. Telex: J78616 MITSUZUMI. Cable: JIRO, Kobe. Phone: (078) 321-8451.

Foreign Trade Development

The 4th International Food and Agricultural Trade Show. The Southern United States Trade Association in cooperation with the Foreign Agricultural Service (FAS), U.S. Department of Agriculture, invites the U.S. fresh and processed produce industry, the fresh and processed meat and poultry industries, the confectionery industry, the rice industry and all other U.S. firms engaged in the food and agricultural industries, to participate in a "trade only" exhibit. This trade show will be held in New Orleans, La., February 8-10, 1979 and is directed to the wholesaler, distributor, processor, export management company, and all other firms interested in exporting agricultural products from the U.S.

A participation fee of $400 for each booth engaged will be charged participants. These 10'x10' booths will include a backdrop, side curtains, one draped 6'x2' table, two contour chairs, one 300 watt aluminum hooded floodlight, a sign with exhibitor's name, and one step riser or one pegboard with shelves.

All firms participating must provide a qualified sales representative who can promote and make sales of the item displayed.

Firms wishing to participate from the SUSTA area should request a participation agreement from either their International Markeing Director of their State Department of Agriculture or from the SUSTA office. Those firms wishing to participate from outside the SUSTA area should forward their request for a participation agreement to the SUSTA office. Cut-off date for participation in the exhibit is FRIDAY, DECEMBER 22, 1978. In the event applications received before the deadline exceed the number of booths available, they will be accepted on a "first-come, first-served" basis.

Advertising space in the Trade Show Catalog is available to participants as well as non-participants from agricultural-related industries. Cut-off date for paid advertisements and exhibitor listings in the Trade Show Catalog will be FRIDAY, DECEMBER 22, 1978.

For additional information or participation agreement. Contact: Herbert Stone, Executive Director, Southern United States Trade Association (SUSTA), 338 International Trade Mart, New Orleans, Louisiana 70130. Telephone: (504) 568-5968. Telex: 584319 SUSTA NLN. Or your State Department of Agriculture.

Digitized by the Internet Archive
in 2012 with funding from
University of Florida, George A. Smathers Libraries with support from LYRASIS and the Sloan Foundation

http://archive.org/details/exportb7828fore

UNIVERSITY OF FLORIDA
3 1262 09051 3473